



Revision number: 2

Purchasing Agent: BRENDA VELDEVERE (801) 538-3142

**ITEM: SAVIN DIGITAL DUPLICATOR EQUIPMENT, OEM SUPPLIES AND OEM MAINTENENACE**

VENDOR: 02901G A AUTOMATED BUSINESS PRODUCTS/SAVIN  
193 WEST 2100 SOUTH  
SALT LAKE CITY UT 84165

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BRAND/TRADE NAME: SAVIN

PRICE: SEE ATTACHED PRICE LIST

TERMS: NET 30

EFFECTIVE DATES: 10/27/2003 THROUGH 10/28/2006

DAYS REQUIRED FOR DELIVERY: 30 DAYS ARO

MINIMUM ORDER: ONE ITEM

OTHER CONDITIONS: CONTRACT PERIOD IS FOR TWO YEARS, WITH THREE ONE-YEAR OPTIONS TO RENEW AFTER 10/28/2005.

ORIGINATING SOLICITATION: BV4905 OPENED 10/21/2003 AT 2:00 P.M.

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**REVISION #2: CONTRACT HAS BEEN EXTENDED THROUGH 10/28/2006.**

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**THIS IS A MULTIPLE AWARD CONTRACT.  
PLEASE SEE CONTRACTS  
MA1733 AND MA1734  
BEFORE MAKING A PURCHASING DECISION.**



## **3160DNP      \$2,347**

### ***Digital Duplicator***

#### **Overview**

#### **Features at a Glance**

- ✍ Speed                      Up to 130 ppm
- ✍ Resolution                300 x 400 dpi
- ✍ Max. Paper Size        10.6" X 15.4"
- ✍ Paper Capacity        1,000 sheets



The Savin 3160DNP is an advanced digital duplicator designed for today's schools that offers teachers and administrators alike enhanced printing quality, performance and features...all with a speed of up to 130 pages per minute!

Whether copying straight from a textbook or outputting multi-page documents, the Savin 3160DNP Digital Duplicator can handle your school's every need.

#### **Highlights**

- ✍ More cost-effective than other systems
- ✍ Breakthrough open-book scan and print technology
- ✍ Easy connectivity to Window PC and MAC printing
- ✍ Great photo reproduction
- ✍ Customized color documents
- ✍ More performance-enhancing features
- ✍ Energy-saving Standby Mode
- ✍ Accepts wide range of paper types from 13 lb. Bond to 110 lb. card stock

#### **Options**

- ✍ ADF 50 sheets
- ✍ TC-II Digital Production Printer
- ✍ Base Cabinet
- ✍ Color Cylinders
- ✍ Several print controller options
- ✍ Ink choices that load and remove easily

**Automated Business Products**

**800.748.5470**

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## *Digital Duplicator* **3260 \$3,278**



### **Overview**

#### **Features at a Glance**

Speed	Up to 120 ppm
Resolution	300 dpi

Introducing the Savin 3260DNP, the affordable and versatile digital duplicator with spot color and 11" X 17" capabilities. Whether it's a newsletter, bulletin, assignment sheet or any of the countless printed pieces that are part of your workday, the Savin 3260DNP is up to the job.

### **Highlights**

- ✍ Available spot color printing by optional replacement drum.
  - ✍ At its top speed of 120 prints per minute, the 3260DNP can complete a 1,000 sheet print run in less than 10 minutes.
  - ✍ Master setting is fast and simple: no removal of cut masters after every setting, and no need to lift the scanner unit when replacing a master roll.
  - ✍ Includes a new 11" X 17" output capability that is ideal for school and church newsletters.
- Smooth, quiet operation.

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## *Digital Duplicators*

**3360     \$5,560**

### **Overview**

#### **Features at a Glance**

Speed	Up to 120 ppm
Resolution	400 dpi

The Savin 3360DNP's fast, economical performance and crisp output revolutionize print production for religious & charitable organizations, medical, legal & insurance organizations, government agencies and print-for-pay businesses. At a blazing 120-page-per-minute speed, a 1,000 page print run is ready in under 10 minutes and produces documents in your color choice at a cost-per-print that's unmatched by toner-based copiers and laser printers.

This mid-range 400dpi model's "Scan and Print" resolution ensures continual high quality output. Improvements to the paper feed system, combined with superior paper handling capabilities, result in outstanding output quality and reliability. The 3360DNP acts as an economical, energy efficient and productive digital duplicating system.

#### **Highlights**

- ? 60 - 120 pages per minute in five steps
- ? Ultra-fine thermal head with enhanced 400 dpi resolution for superior print quality
- ? Five print modes
- ? Paper capacity: Feed Table 1,000 sheets, Delivery Table 1,000 sheets
- ? Four reduction and three enlargement ratios
- ? 50% - 200% zoom range
- ? Dual cylinder design affords tight registration and smooth intake of all stock thicknesses
- ? Accepts wide range of paper types from 12.5 lb. bond to 110 lb. card stock

#### **Options**

- ? ADF 50 sheets
- ? TC-II Digital Production Printer
- ? Base Cabinet
- ? Color Cylinders
- ? Type 80 Print Controller allows printing to virtually any Operating System
- ? Ink choices that load and remove easily

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## *Digital Duplicators* **3460DNP \$6417**



### **Overview**

#### **Features at a Glance**

Speed	Up to 120 ppm
Resolution	600 dpi
Max. Paper Size	12.8" X 17.6"
Paper Capacity	1,000 sheets

The Savin 3460DNP Digital Duplicator is today's advanced high-performance production solution for print-for-pay organizations, commercial printers, in-house corporate reprographics departments, manufacturing and facilities management firms alike. The 3460DNP blazes through documents at a super-fast speed of 120 pages per minute, while delivering unmatched image quality, reliably tight registration and maximum paper handling.

This high-volume, incredibly productive duplicator is the answer to the document production needs of today's print-on-demand environments.

### **Highlights**

- ✍ 256 grayscale scanning
- ✍ Advanced inking solution
- ✍ Embedded PostScript connectivity maximizes productivity
- ✍ Fast, easy setup
- ✍ SmartNetMonitor software provides real-time information
- ✍ Environmentally-friendly consumables

### **Options**

- ✍ ADF 50 sheets
- ✍ TC-II Digital Production Printer runs simultaneous jobs at 240 ppm
- ✍ Base Cabinet
- ✍ Color Cylinders
- ✍ Type 80 Print Controller offers total solution connectivity  
Ink choices that load and remove easily

**Automated Business Products**

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PRICES BASED ON SAVIN PRICE LIST DATED OCTOBER 2003.

DIGITAL DUPLICATORS - LETTER / LEGAL			
MODEL #	MSRP	CURRENT % MARKDOWN FROM MSRP	FOB DELIVERED PRICE
SAVIN 3160 DNP	\$6,175.00	62%	\$2,347.00
SAVIN 3260 DNP	\$7,995.00	59%	\$3,278.00

OEM EQUIPMENT OPTIONS – LETTER / LEGAL				
DESCRIPTION	ITEM #	MSRP	CURRENT % MARKDOWN FROM MSRP	FOB DELIVERED PRICE
TYPE 12 CABINET	001438	\$288.00	25%	\$149.00
LG COLOR DRUM	205774	\$1,025.00	25%	\$769.00
DF35	205772	\$1,138.00	25%	\$854.00
TAPE DISPENSER	6427	\$330.00	25%	\$248.00
UC5E GDI EMBEDDED CONTROLLER	205522	\$1,290.00	25%	\$968.00
UC6 GDI CONTROLLER	205524	\$3,695.00	25%	\$2,771.00
INTERFACE KIT TYPE 15	205723	\$96.00	25%	\$72.00
TYPE 30 CABINET	001272MIU	\$300.00	25%	\$225.00
BLACK DRUM TYPE 30	205698	\$1,025.00	25%	\$769.00
COLOR DRUM TYPE 30 (L)	205739	\$1,025.00	25%	\$769.00
DF85	205693	\$1,313.00	25%	\$985.00
PLATEN COVER 1018 (1)	410779	\$95.00	25%	\$71.00
UC6 GDI CONTROLLER	205524	\$3,695.00	25%	\$2,771.00
UC5E GDI EMBEDDED CONTROLLER	205522	\$1,290.00	25%	\$968.00
INTERFACE KIT TYPE 15	205723	\$96.00	25%	\$72.00
TAPE DISPENSER CPTDT1 TY20	6427	\$330.00	25%	\$248.00



OEM SUPPLIES – LETTER / LEGAL					
DESCRIPTION	ITEM #	YEILD	PACKAGE CONFIGURATION	CURRENT % MARKDOWN FROM MSRP	FOB DELIVERED PRICE
INK TYPE 3260 (BLACK)	4568	38,205	5-600CC/CARTON	50%	\$46.88
MASTER TYPE 3160	9893	N/A	2 ROLLS/CASE 260 SHEETS PER ROLL	40%	\$76.80
INK TYPE II (PURPLE)	893042	33,000	5-600 CC/CARTON	50%	\$49.75
INK TYPE II (YELLOW)	893043	33,000	5-600 CC/CARTON	50%	\$49.75
INK TYPE II (NAVY)	893044	33,000	5-600 CC/CARTON	50%	\$49.75
INK TYPE II (MAROON)	893045	33,000	5-600 CC/CARTON	50%	\$49.75
INK TYPE II (TEAL)	893046	33,000	5-600 CC/CARTON	50%	\$49.75
INK TYPE II (ORANGE)	893047	33,000	5-600 CC/CARTON	50%	\$49.75
INK TYPE II (RED)	893174	33,000	5-600 CC/CARTON	50%	\$49.75
INK TYPE II (BLUE)	893175	33,000	5-600 CC/CARTON	50%	\$49.75
INK TYPE II (GREEN)	893176	33,000	5-600 CC/CARTON	50%	\$49.75
INK TYPE II (BROWN)	893177	33,000	5-600 CC/CARTON	50%	\$49.75
INK TYPE 3260	4568	38,205	5-600 CC/CARTON	50%	\$46.88
MASTER TYPE 3260	4569	N/A	2 ROLLS/CASE/220(L)/350 (S) SHEETS/ROLL	32%	\$102.00
INK TYPE II (PURPLE)	893042	33,000	5-600 CC/CARTON	50%	\$49.75
INK TYPE II (YELLOW)	893043	33,000	5-600 CC/CARTON	50%	\$49.75
INK TYPE II (NAVY)	893044	33,000	5-600 CC/CARTON	50%	\$49.75
INK TYPE II (MAROON)	893045	33,000	5-600 CC/CARTON	50%	\$49.75
INK TYPE II (TEAL)	893046	33,000	5-600 CC/CARTON	50%	\$49.75
INK TYPE II (ORANGE)	893047	33,000	5-600 CC/CARTON	50%	\$49.75
INK TYPE II (RED)	893174	33,000	5-600 CC/CARTON	50%	\$49.75
INK TYPE II (BLUE)	893175	33,000	5-600 CC/CARTON	50%	\$49.75
INK TYPE II (GREEN)	893176	33,000	5-600 CC/CARTON	50%	\$49.75
INK TYPE II (BROWN)	893177	33,000	5-600 CC/CARTON	50%	\$49.75

**OEM MAINTENANCE LETTER / LEGAL****FLAT RATE OF \$.00175 PER COPY****PRICES BASED ON SAVIN PRICE LIST DATED OCTOBER 2003.****DIGITAL DUPLICATORS - LEDGER**

<b>MODEL #</b>	<b>MSRP</b>	<b>CURRENT % MARKDOWN FROM MSRP</b>	<b>FOB DELIVERED PRICE</b>
SAVIN 3360DNP	\$12,355.00	55%	\$5,560.00
SAVIN 3460DNP	\$15,650.00	59%	\$6,417.00

**OEM EQUIPMENT OPTIONS - LEDGER**

<b>DESCRIPTION</b>	<b>ITEM #</b>	<b>MSRP</b>	<b>CURRENT % MARKDOWN FROM MSRP</b>	<b>FOB DELIVERED PRICE</b>
SAVIN 3360DNP DUPLICATOR TYPE 55 CABINET	001359MIU	\$305.00	25%	\$229.00
EDITING BOARD TYPE 85	205709	\$295.00	25%	\$221.00
BLACKDRUM TYPE 30	205698	\$1,025.00	25%	\$769.00
COLOR DRUM TYPE 30 (L)	205739	\$1,025.00	25%	\$769.00
DF85	205693	\$1,313.00	25%	\$985.00
PLATEN COVER 1018 (1)	410779	\$95.00	25%	\$71.00
TC-II TWIN COLOR SLAVE PRINTER	205674	\$7,995.00	25%	\$5,996.00
3350/5450 CABINET	1400035	\$305.00	25%	\$229.00
TYPE 80 CONTROLLER	205705	\$3,695.00	25%	\$2,771.00
UC5E GDI EMBEDDED CONTROLLER	205522	\$1,290.00	25%	\$968.00
UC5 GDI CONTROLLER	205523	\$1,515.00	25%	\$1,136.00
UC6 GDI CONTROLLER	205524	\$3,695.00	25%	\$2,771.00
INTERFACE KIT TY85	205706	\$250.00	25%	\$188.00
SAVIN 3360DNP DUPLICATOR TYPE 55 CABINET	001359MIU	\$305.00	25%	\$229.00
EDITING BOARD TYPE 85	205709	\$295.00	25%	\$221.00
BLACK DRUM TYPE 30	205698	\$1,025.00	25%	\$769.00





COLOR DRUM TYPE 30 (L)	205739	\$1,025.00	25%	\$769.00
DF85	205693	\$1,313.00	25%	\$985.00
PLATEN COVER 1018 (1)	410779	\$95.00	25%	\$71.00
TC-II TWIN COLOR SLAVE PRINTER	205674	\$7,995.00	25%	\$5,996.00
3350/5450 CABINET	1400035	\$305.00	25%	\$229.00
TYPE 80 CONTROLLER	205705	\$3,695.00	25%	\$2,771.00
UC5E GDI EMBEDDED CONTROLLER	205522	\$1,290.00	25%	\$968.00
UC5 GDI CONTROLLER	205523	\$1,515.00	25%	\$1,136.00
UC6 GDI CONTROLLER	205524	\$3,695.00	25%	\$2,771.00
INTERFACE KIT TY85	205706	\$250.00	25%	\$188.00
SAVIN 3460DNP DUPLICATOR TYPE 55 CABINET	001359MIU	\$305.00	25%	\$229.00
EDITING BOARD TYPE 85	205709	\$295.00	25%	\$221.00
COLORCYLINDER JP80-S (SHORT)	205671	\$1,313.00	25%	\$985.00
COLOR CYLINDER JP80-L (LONG)	205672	\$1,313.00	25%	\$985.00
DF85	205693	\$1,313.00	25%	\$985.00
PLATEN COVER 1018 (1)	410779	\$95.00	25%	\$71.00
TC-II TWIN COLOR SLAVE PRINTER	205674	\$7,995.00	25%	\$5,996.00
3350/5450 CABINET	1400035	\$305.00	25%	\$229.00
TYPE 80 CONTROLLER	205705	\$3,695.00	25%	\$2,771.00
UC5E GDI EMBRDED CONTROLLER	205522	\$1,290.00	25%	\$968.00
UC5 GDI CONTROLLER	205523	\$1,515.00	25%	\$1,136.00
UC6 GDI CONTROLLER	205524	\$3,695.00	25%	\$2,771.00
INTERFACE KIT TY85	205706	\$250.00	25%	\$188.00



OEM SUPPLIES – LEDGER					
DESCRIPTION	ITEM #	YEILD	PACKAGE CONFIGURATION	CURRENT % MARKDOWN FROM MSRP	FOB DELIVERED PRICE
MASTER TYPE	4555	N/A	2-200 (L)/325(S) MASTERS/ROLL/CASE	27%	\$97.64
INK TYPE 3360 (BLACK)	4570	N/A	6-1,000 CC./CARTON	40%	\$118.80
HUNTER GREEN	893114	N/A	3-1,000 CC./CARTON	40%	\$59.70
TYPE IV INK (GOLD)	893125	N/A	3-1,000 CC./CARTON	40%	\$59.70
TYPE IV INK (VIOLET)	893126	N/A	3-1,000 CC./CARTON	40%	\$59.70
TYPE IV INK (BURGUNDY)	893127	N/A	3-1,000 CC./CARTON	40%	\$59.70
TYPE IV INK (REFLEX BLUE)	893140	N/A	3-1,000 CC./CARTON	40%	\$59.70
TYPE IV INK (RED)	893178	N/A	3-1,000 CC./CARTON	40%	\$59.70
TYPE IV INK (BLUE)	893179	N/A	3-1,000 CC./CARTON	40%	\$59.70
TYPE IV INK (GREEN)	893180	N/A	3-1,000 CC./CARTON	40%	\$59.70
TYPE IV INK (BROWN)	893181	N/A	3-1,000 CC./CARTON	40%	\$59.70
3460DNP BLACK INK TYPE 3450	4565	N/A	6-1,000 CC. PER CARTON	30%	\$123.90
MASTER TYPE 3450	4566	N/A	2-255(L)/410(S) MASTERS/ROLL/CASE	33%	\$149.58
HIGH DENSITY INK (BLACK)	4567	N/A	6-1,000 CC./CARTON	30%	\$136.50
TYPE IV INK (NAVY)	893113	N/A	3-1,000 CC./CARTON	30%	\$69.65
TYPE IV INK (HUNTER GREEN)	893114	N/A	3-1,000 CC./CARTON	30%	\$69.65
TYPE IV INK (YELLOW)	893118	N/A	3-1,000 CC./CARTON	30%	\$69.65
TYPE IV INK (PURPLE)	893119	N/A	3-1,000 CC./CARTON	30%	\$69.65
TYPE IV INK (GRAY)	893120	N/A	3-1,000 CC./CARTON	30%	\$69.65
TYPE IV INK (TEAL)	893122	N/A	3-1,000 CC./CARTON	30%	\$69.65
TYPE IV INK (MAROON)	893123	N/A	3-1,000 CC./CARTON	30%	\$69.65
TYPE IN INK (ORANGE)	893124	N/A	3-1,000 CC./CARTON	30%	\$69.65
TYPE IV INK (GOLD)	893125	N/A	3-1,000 CC./CARTON	30%	\$69.65
TYPE IV INK (VIOLET)	893126	N/A	3-1,000 CC./CARTON	30%	\$69.65
TYPE IV INK (BURGUNDY)	893127	N/A	3-1,000 CC./CARTON	30%	\$69.65
TYPE IV INK (REFLEX BLUE)	893140	N/A	3-1,000 CC./CARTON	30%	\$69.65
HIGH DENSITY INKB (RED)	893142	N/A	3-1,000 CC./CARTON	30%	\$69.65



HIGH DENSITY INK (BLUE)	893143	N/A	3-1,000 CC./CARTON	30%	\$69.65
HIGH DENSITY INK (GREEN)	893144	N/A	3-1,000 CC./CARTON	30%	\$69.65
HIGH DENSITY INK (TEAL)	893145	N/A	3-1,000 CC./CARTON	30%	\$69.65
HIGH DENSITY INK (NAVY)	893146	N/A	3-1,000 CC./CARTON	30%	\$69.65
HIGH DENSITY INK (REFLEX BLUE)	893147	N/A	3-1,000 CC./CARTON	30%	\$69.65
TYPE IV INK (RED)	893178	N/A	3-1,000 CC./CARTON	30%	\$69.65
TYPE IV INK (BLUE)	893179	N/A	3-1,000 CC./CARTON	30%	\$69.65
TYPE IV INK (GREEN)	893180	N/A	3-1,000 CC./CARTON	30%	\$69.65
TYPE IV INK (BROWN)	893181	N/A	3-1,000 CC./CARTON	30%	\$69.65

**OEM MAINTENANCE - LEDGER****FLAT RATE OF \$.00175 PER COPY****1. Manufacturer's Warranty:**

90-day manufacturer's warranty is required. The 90-day warranty will begin from the "up and running" installation date. The 90-day warranty must be a full service warranty that includes all OEM parts, materials, and labor.

**2. Trade-In Values:**

Negotiated trade-ins are at the option of the contractor and the purchaser and will be accepted only by mutual agreement. Trade-in values are to be subtracted from the new digital duplicator purchase price. There will be no removal fees for trade-in equipment.

**3. Equipment Installation and On-Site Training:**

Equipment installation and on-site training is included in the equipment purchase price. All digital duplicators will be delivered with a full size roll of masters and one full size cartridge of ink and all integral parts (such as drum), that make the machine fully functional at installation, without additional cost to the purchaser.

**4. Unacceptable Equipment Performance:**

Unacceptable Equipment Performance is defined as any one machine requiring more than five (5) emergency service calls for the same problem during a 30-day period or similar circumstances. Improper or abusive use by the purchaser will negate replacement.

In the event of unacceptable equipment performance, equipment will be replaced at no charge, provided the machine has been maintained by the contractor in accordance with the manufacturer's recommended OEM maintenance schedule for up to five years from the installation date with a model that meets or exceeds the existing digital duplicator in features function and capacity.

Significant complaints to the Division of Purchasing describing unacceptable equipment performance for any one model for the same problem or for multiple problems will result in cancellation of that model from the statewide contract.

**5. OEM Maintenance and OEM Consumable Supplies Minimum Specifications:****MAINTENANCE AND SUPPLIES:**

- All maintenance will be performed by factory certified trained personnel. Equipment will be maintained to manufacturer's specifications.



- All digital duplicator supplies provided will be OEM supplies.

**SERVICE RESPONSE TIME:**

- For Utah, Salt Lake, Davis, Weber, Cache, Summit and Wasatch counties  
The contractor will adhere to a four (4) hour maximum response time on inoperable digital duplicators and a six (6) hour maximum response time on operable service calls. (Copy quality problems may render a digital duplicator inoperable based on the customer's needs.)
- Service response time on all other out lying regions and counties  
Service is to respond within no more than eight (8) hours an all service calls.
- Digital duplicator loaner  
In the event that any digital duplicator requires more than two (2) days down time, the contractor will provide a loaner immediately upon request from the requesting agency.

The servicing vendor or technician will call the customer within one-half hour upon receipt of the service call giving the customer an estimated arrival time for service.

**AVAILABLE SERVICE AND PARTS GUARANTEE**

- Five year service  
Contractor is to guaranty available factory trained OEM service for five years from the date of purchase.
- Five year parts and supplies  
Contractor is to guaranty available OEM parts and supplies for five years from the date of purchase.



THIS CONTRACT COVERS ONLY THOSE ITEMS LISTED IN THE PRICE SCHEDULE. IT IS THE RESPONSIBILITY OF THE AGENCY TO ENSURE THAT OTHER ITEMS PURCHASED ARE INVOICED SEPARATELY. STATE AGENCIES WILL PLACE ORDERS DIRECTLY WITH THE VENDOR (CREATING A PG IN FINET) AND MAKE PAYMENTS FOR THE SAME ON A PV REFERENCING THE ORIGINAL PG. AGENCIES WILL RETURN TO THE VENDOR ANY INVOICE, WHICH REFLECTS INCORRECT PRICING.

FINET COMMODITY CODE(S):

01520000000 - DUPLICATING MACHINE CHEMICALS & SUPPLIES (SPIRIT TYPE)

**REVISION #1:**

**PLEASE NOTE A PRICE DECREASE ON ITEM # 001438 CONSOLE FOR THE SAVIN  
MODELS 3160 AND 3260.**